Saint John Fundy Region Development Commission Inc.

1988/89 ANNUAL REPORT

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CHAIRMAN'S REPORT

The Saint John Fundy Region Development Commission Inc. continued to play a significant economic development role in the largest region in the province. The Commission serves more than one fifth of the province's citizens in southern New Brunswick.

This year, the Commission's work was complemented by that of the Economic Development Department of the City of Saint John - a department established by Common Council to assist in economic development and to coordinate the efforts of city departments that play various roles in such development.

The major factors that have affected the Commission's work and procedures during the year were:

1. The Price Waterhouse report entitled "An Evaluation and Recommendations for Future Regional Development Efforts" continues to influence the Commission's activities during the year. The study of the recommendations with respect to the role the Commission delayed, for a considerable time, the finalizing of the relationship between the Economic Development Department of the City of Saint John and the Saint John Fundy Region Development Commission. This, in turn, created a problem with respect to finalizing our 1989-1990 budget.

   However, we are pleased to report that a Memorandum of Understanding dealing with the respective roles of the two agencies has been completed and forwarded to the Minister of Commerce and Technology for approval.

2. The establishment of the Atlantic Canada Opportunities Agency (ACOA) made available large sums of money to assist in the economic development of the region and has had a very positive effect on the economic development of our area. During the early months, however, when the program was being introduced, confusion existed concerning the role to be played by the Department of Commerce and Technology through its existing programs and by ACOA through its new procedures. Fortunately the cooperation received from executive and staff members of both agencies soon overcame the problems associated with such a transition and the assistance to economic development in the region was greater than ever before.

The Commission at Work

The Commission processed more telephone and office calls, presented more briefs, sponsored or assisted in sponsoring more seminars, logged more miles in visiting participating municipalities in order to help them and their business communities in economic development then ever before.

The breadth and depth of the Commission's involvement in improving the economic climate of the area are illustrated in various sections throughout this report, however, I have chosen to highlight a few significant undertakings as follows.

Commitment to Economic Development

Fostering economic development is the principal responsibility of the Saint John Fundy Region Development Commission. The Commission, in meeting that responsibility, provides information on provincial and federal assistance programs, assists clients in developing their presentations, conducts seminars, operates industrial parks where land is available for prospective local entrepreneurs and for the existing local business community, especially its small business section.

The Commission also welcomes entrepreneurs from outside the region, and in addition to the above, provides them with local profiles and tours of the community, arranges for meetings with municipal council representatives if appropriate.

In order to improve this service, the Commission applied for financial assistance from ACOA and on the receipt of it, employed two economic development officers, one assigned to Kings County and the other to Charlotte County. Both officers work with their respective business communities in encouraging business establishments and expansions.

Brief on Transportation

The Commission presented a brief on highway transportation in the region to the Honourable Sheldon Lee, Minister of Transportation for the Province of New Brunswick.

The brief emphasized the need for improvements in the highway systems between St. Stephen and Sussex, and between Saint John and Fredericton, to the equivalent of Trans Canada Highway standards. The improvements are needed because of the volume of truck traffic and the increased demands that free trade will impose on already burdened roads.

Members of the Commission also assisted in development and presentation to the Legislative Committee of a New Brunswick Industrial Commissioners' Association brief on the same topic. This brief also supported our regional interests and concerns.

Brief on Aquaculture

A brief on aquaculture as an industry was presented by the Commission to the Special Legislative Committee at its sitting in St. Andrews.

The brief dealt with such topics as lessening government involvement and the need for guidelines with a minimum of government direction.

Assistance to Participating Municipalities

The Commission assisted most of its participating municipalities in securing ACOA funding to finance studies designed to assess, objectively, economic possibilities in the respective communities.

Free Trade Report

Subsequent to a regional study, the Commission published a report on free trade and the implications that it has for businesses in the region.

Aquaculture Service Centre

Staff assisted the Town of St. George in developing an aquaculture related industrial park. It also worked with Charlotte County Community Futures on the establishment of a business services centre to be included within the park.

A New Name and a New Location

The Commission will, in the future, be known as "The Fundy Region Development Commission" and will have its offices at 57 King Street (3rd floor) Saint John, N.B.

Final Comments

At this time, I wish thank the following organizations and individuals for their ongoing cooperation and support:

- Our member municipalities, St. Stephen, St. Andrews, St. George, Grand Bay, Saint John, Hampton & Sussex.

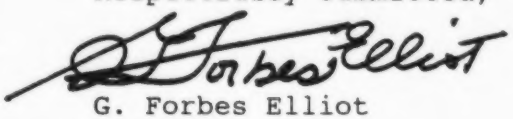
- Department of Commerce and Technology

- Atlantic Canada Opportunities Agency

- and finally, the members of the Commission's Board of Directors, the General Manager and support staff of the Commission.

In conclusion, the Commission's work is growing in importance annually as is its commitment to regional economic development. I am pleased to have been associated with the significant accomplishments over the years and believe we can look forward to an even more prosperous future.

Respectfully submitted,



G. Forbes Elliot
Chairman

GENERAL MANAGER'S COMMENTS

I believe 1988/89 was an exceptional year for the Commission in many ways. Never before has it been so involved with municipal and regional development projects. Never before have so many organizations come to realize the significant assistance which the Commission can provide.

Following a year of relative uncertainty, the Commission has risen to become a stronger and more important service provider to entrepreneurs and business-related associations throughout the region.

We feel we have truly found our economic development niche and we are making a difference.

Assuming a positive and professional attitude has resulted in the creation of more awareness of the Commission's services and facilities and its willingness to share with those in need. Many entrepreneurs and organizations have discovered the buck stops here - that we are here to help, free of charge.

Since the establishment of ACOA and announcement of its Action Program in February 1988, the economic development climate in our area has made a positive transition.

During this past fiscal year, we have received notification of an astounding 181 business project approvals, representing over $33.5 million in financial assistance. Our staff has assisted with a significant portion of these during the Action Program application process.

Other business programs and federal/provincial agreements have contributed an additional $5.5 million toward economic development projects.

In addition to helping with financial assistance program applications, the Commission has undertaken many projects aimed at providing support to industry and general business development. These include business information sessions and training programs, reference material development related to starting or expanding a business, and hosting foreign business delegations. The Commission often worked cooperatively with government departments and agencies on many of these projects and it will continue to do so in the future.

None of these accomplishments would have been possible without the support of our board of directors and staff. I thank each member for their commitment to fulfilling our basic mandate and rising to meet and overcome new challenges.

As well, the Commission has worked more than ever with our member municipalities to help achieve their economic development objectives. Without the confidence and support of our municipal representatives, the Commission could not function. Sincere thanks to all.

And, with the recent hiring of field development officers for Charlotte and Kings counties, the Commission will be even more effective in reaching potential entrepreneurs, and business and municipal representatives to assist with proposed developments in those areas.

Due to these and other factors, I feel confident that the next fiscal year will witness even more impressive results.

Maintaining a proactive approach, the Commission will be there to assist whenever possible. Together (that is, all organizations with an interest in economic development) we can make a difference and an important contribution to the future well-being of our region.

Yours truly,

William Thompson
General Manager

WMT/tf

BOARD OF DIRECTORS - 1988/1989

	Director	Occupation	Community
1.	Forbes Elliot	General Entrepreneur	Saint John
2.	William Bartlett	Chartered Accountant/ Partner Touche Ross & Co.	Saint John
3.	Walter Flewelling	President, Willett Foods	Saint John
4.	John Emmerson	President, Eastern Paper	Saint John
5.	Peter Murray	Sales Manager, Moosehead Breweries Ltd.	Saint John
6.	William Gale	Regional Manager, Royal Bank of Canada	Saint John
7.	Gordon Cobham	President, Donovan Chemicals Ltd.	Saint John
8.	Dennis Knibb	Councillor and Principal Saint John High School	Saint John
9.	Gil Carter	President, G.E. Barbour Company Ltd.	Sussex
10.	Keith Alward	Deputy Mayor & Owner/ Manager, Blue Unicorn Book Store	Sussex
11.	Ray Bursey	Retired Businessman	Hampton
12.	Jim Hovey	Deputy Mayor and Insurance Agent Fairweather Insurance	Hampton
13.	Walter Kozak	Deputy Mayor and Training Coordinator New Brunswick Community College	St. Andrews
14.	Peter Frye	Stevedore/Bayside Stevedoring	St. Andrews*
15.	Al Craig	Councillor and Manager of Product Sales, Aquaculture Division., Connors Bros.	St. George
16.	Glen Larsen	Lawyer	St. George*

17.	Gordon Mitchell	Insurance Salesman, North American Life	St. Stephen
18.	Frank McCallum	Shift Supervisor, Point Lepreau	St. Stephen
19.	Ralph Williams	Councillor and Teacher St. Stephen High School	St. Stephen
20.	Edward Kelly	Mayor and Insurance Agent, Kelly Insurance	Grand Bay
21.	Diane Bormke	Councillor and Business-woman	Grand Bay*

* Indicates "alternate"

During the year, the following individuals ended their positions as directors of the Commission:

Name	**Municipality**
William Bartlett	Saint John
Walter Flewelling	Saint John
John Emmerson	Saint John
Peter Murray	Saint John
Ray Bursey	Hampton
Frank McCallum	St. Stephen

The following appointments, where applicable, replaced those above:

Name	**Municipality**
William Gale	Saint John
Gordon Cobham	Saint John
Dennis Knibb	Saint John
Jim Hovey	Hampton
Ralph Williams	St. Stephen

EXECUTIVE OFFICERS

Forbes Elliot	Chairman
Gil Carter	Vice Chairman
Gordon Mitchell	Vice Chairman
William Bartlett	Treasurer
Ray Bursey	Secretary

AUDITORS

Clarkson Gordon

BANKERS

The Bank of Nova Scotia
The Bank of Montreal

Commission Meetings

During the period from April 1, 1988 to March 31, 1989 the following meetings were held:

Board of Directors	9
Executive Committee	6

Total average director attendance at our meetings was 51%, down 14% over last year.

Highlights of the board meetings included guest speaker presentations, as well as, agenda items of particular concern.

At the April meeting, John Bryden, then Economic Development Commissioner for the Province of New Brunswick, spoke about the mandate of his newly-established office. He stressed that job creation and economic development would be the major focal points.

The May meeting focused on the provincial government's Price Waterhouse study on New Brunswick's economic development commissions and our Commission's strategy in addressing the consultants' recommendations included in the final report.

The June meeting presented the opportunity for board members to provide input concerning the future reorganization of the Commission.

Due to the usual break during the summer, there were no meetings in July and August. On August 10th, however, the Commission organized a regional aquaculture tour in Charlotte County. Approximately 50 participated including municipal, provincial and federal government representatives.

It included a visit to feed production and processing facilities at Connors Bros.' Aquaculture Division headquarters in Beaver Harbour, Connors' salmon hatchery at Lake Utopia and a salmon cage site at the Salmonid Demonstration and Development Farm at Lime Kiln Bay. The group also viewed the site of the future Fundy Aquaculture Service Centre near Lime Kiln Bay.

During the September board meeting, summer activities were reviewed and ACOA funding for special projects was discussed.

At the October 18th meeting, Duncan McGeachy, manager of the Charlotte County Business Development Centre, made a presentation on the status of the Chocolate Theme Park planned for the St. Stephen area.

Harry Quinlan, Coordinator - Trade Policy, Department of Commerce and Technology, attended the December 14th meeting and talked about the Free Trade Agreement and addressed board member concerns.

The January meeting included a tour of the proposed new Commission office on King Street in Saint John and a subsequent presentation and discussion concerning this facility. It is anticipated that the staff office will move to its new location before the end of the next quarter.

At the February meeting, Peter Clark, Director of Marketing for the Saint John Port Corporation, gave a presentation on the port's performance during 1988 and future marketing plans.

The March 28th meeting featured a presentation by Barry Ogden and Skip Cormier of the Marco Polo project, proposed for Saint John harbour. Features include a replica of the Marco Polo, a marina and a Victorian harbour-front village. In March, the Atlantic Canada Opportunities Agency (ACOA) announced approval of funding for a $150,000 study to determine the project's feasibility. In addition to ACOA, the City of Saint John and Moosehead Breweries each contributed $10,000 toward study costs. Although proposed for Saint John, representatives believe the project will be beneficial to all areas of province.

Economic Encounter '88

On November 4, 5 & 6, the Commission hosted Economic Encounter '88 in Saint John at the Trade and Convention Centre. The fourth annual conference of its kind, it is held in conjunction with the New Brunswick Industrial Commissioners' Association for the benefit of development commission representatives throughout the province.

Topics of panel discussions and other presentations included:

- the economic future of New Brunswick
- ACOA progress to date
- opportunities under the free trade agreement, and
- economic development commissions and their relationships with key government organizations.

Sponsored this year by the Commission, the Department of Commerce and Technology and the City of Saint John's Economic Development Department, Economic Encounter provides the opportunity for commission staff and board members to, not only benefit from prepared presentations, but also to get together with other economic developers to exchange valuable ideas to apply in their own regions.

Annual Dinner

The Commission's annual dinner was held on November 15th at The Riverside Country Club.

Chairman Forbes Elliot presented results of a free trade survey which the Commission undertook. He also took advantage of the opportunity to highlight some of the Commission's other activities and accomplishments over the last year.

Another highlight of the dinner was a presentation by Fred Green, general manager of the newly-established Canadian Atlantic Railway (CAR). Mr. Green said CP Rail set up CAR in September primarily to develop its transportation services in the region, including intermodal freight systems, to be more competitive with trucks.

Those in attendance included municipal, provincial and federal government representatives, and representatives of other organizations with an interest in the region's economic development.

Committee Update

The establishment of board and staff member committees has resulted in several accomplishments.

The Transportation Committee completed a brief which presents recommendations for development of our regional highway system. Many issues have been addressed, including safety, traffic volume, free trade, deregulation, rail line abandonment, tourism and cost of highway construction. Committee representatives presented the brief to the transportation minister, the Honourable Sheldon Lee. It was favourably received.

The Free Trade Committee completed a study which analyzed the probable effects of the free trade agreement on regional businesses and business sectors. As part of the study, approximately 200 local businesses were surveyed to determine perceived potential effects from a company perspective. Twenty-five percent of those surveyed provided a response. A brief outlining results of the study was prepared.

The Industrial Parks Committee revised the parks covenants and guidelines which were published last October.

Commission Staff

Commission full-time staff at year-end consisted of:

William Thompson - General Manager

The general manager is responsible for the overall management and administration of the Commission's activities and staff, policy planning and implementation, and economic development. He is also the primary representative on behalf of the organization to industry, media and all levels of government.

Patricia (Pat) McKinney - Senior Development Officer

As Senior Development Officer, Pat is responsible for the promotion and, where applicable, administration of provincial and federal government assistance programs; representing the Commission at business information sessions; industrial park activity; advising business interests on appropriate available properties; and providing general business management and marketing advice to the business community. She also undertakes various economic studies as directed by the General Manager as well as analytical projects related to the Commission's budget.

Pat continues to work toward achieving her certification in economic development (Ec.D.) from the University of Waterloo. In April, she attended Year I training courses in the fields of economics, demographics, planning, and marketing.

Year II courses had been completed the previous year. Three more courses and a research paper must be successfully completed to complete the program.

James (Joc) Conley and Michael Rouse - Economic Development Officers

In January, two new field economic development officers were hired. Joc Conley is concentrating his efforts on Kings County development, while Michael Rouse is concerned with Charlotte County.

Funding was made possible as a result of a memorandum of understanding between the Department of Commerce and Technology and the Atlantic Canada Opportunities Agency. Employment is based on a year-to-year contract and will be dependant upon the continuation of funding.

Responsibilities of the field economic development officers include advising existing or prospective business people on the start-up or expansion of their businesses. This may entail advising on available government financial assistance, the development of a business plan and marketing.

They are also responsible for representing the Commission at various business-related functions.

Heather Hickson - Information & Promotion Officer

Heather is responsible for writing, editing, the layout and distribution of the Commission's Perspective newsletter and the preparation of quarterly/annual reports. She also provides general information services, arranges for all advertising including paid ads and press releases, undertakes the organization of special promotional projects and acts as an advisor to the support staff concerning office operation and procedures.

Theresa Flewwelling - Senior Secretary/Receptionist

Theresa is responsible for reception duties, word processing, filing, handling preparations for Commission board meetings, photocopying, and special projects.

Jean Penney - Bookkeeper/Clerk

Jean's responsibilities include bookkeeping, filing, reception duties, processing outgoing mail, publication subscription maintenance, word processing, typing and other general duties.

Lois Vincent - Secretary/Receptionist

Lois was hired on a full-time basis during the fourth quarter to assist with the support services required as a result of hiring two new economic development officers and a significant increase in special project undertakings.

Her responsibilities include reception duties, word processing, filing, photocopying, maintaining stock of handout material, regional mailing list maintenance and special projects as directed by management.

Summer Students

Last summer the Commission hired several students to work on various projects.

One student completed a community profile for the town of Grand Bay, as well as a regional tourist guide which includes accommodations, attractions and tourism-related services and organizations.

Another worked on compiling information for a valuable business reference guide which provides information on "where to go and who to contact for what" in relation to business establishment and development. The demand for this publication indicates the benefits which can be derived by the business community in the region.

A third student updated information on all businesses in the region's industrial parks and worked on a project of gathering industrial park information as requested by the provincial government.

Two other students worked on the annual industrial parks maintenance program.

A significant portion of the funding required to hire the students was secured under Canada Employment and Immigration's Challenge '88 program. Commission staff members attended a summer student appreciation day held at the Saint John student employment centre.

Price Waterhouse Study

The provincial government's Price Waterhouse consultants' report on the province's economic development commissions was published during the first quarter. Although it has proved to be a beneficial directional tool for our Commission, the government has not yet taken action on recommendations included therein.

ACOA/Commerce & Technology Memorandum of Understanding

As a result of a memorandum of understanding finalized between the Atlantic Canada Opportunities Agency and Commerce and Technology during the year, the Commission submitted two requests

for project funding.

Items identified for required assistance include the hiring of two economic development officers, one for Charlotte County and one for Kings County, the development of new promotional material, and the purchase of desktop publishing equipment.

Fundy Region Tourism Commission Established

During the fourth quarter, the Fundy Region Tourism Commission was established and will function out of the Fundy Region Development Commission's office. The tourism commission is in the process of being incorporated.

The basic mandate of the tourism commission is to further develop the region's tourism industry.

Commission and City of Saint John Memorandum of Understanding

The need arose for the development of an agreement between the Commission and the City of Saint John (i.e. the Economic Development Department) to establish the role of each organization and their relationships with the business community and the various federal and provincial government departments. A memorandum of understanding has been developed and approved by the board of directors.

In general, it appears that each organization will continue to operate in much the same way, but the City will be more directly involved with Saint John-based initiatives and opportunities including the management of the city's industrial parks.

The Commission's staff services and facilities will still be available as required by City representatives and the region's business community.

As a result of this understanding, our organization will be changing its name from Saint John Fundy Region Development Commission Inc. to Fundy Region Development Commission Inc. Also, our office will change from its present 11th floor, City Hall location to 3rd floor, 57 King Street. The name change and move should take place before the end of June, 1989.

Computers

Commission Gets Desktop Publishing Equipment - ACOA funding has made it possible to purchase a desktop publishing system which will eventually allow for the inhouse development of brochures, newsletters, and special promotional material for the Commission,

as well as other regional organizations.

Customized Statistical Reports - Staff is investigating the benefits of purchasing computer software which will allow the development of customized statistical reports relating to the region.

Computer Programs - Two new computer programs were received from Commerce and Technology. One program (CBIL) is a computerized inventory of industrial buildings available for sale or lease in the province. The second program is a New Brunswick professional services directory, listing companies that provide management, marketing and other services.

Computer Training for Staff - To assist staff members in better understanding and utilizing the various computer programs which the Commission has purchased such as WordPerfect, dBase III Plus and Lotus 1-2-3, various training courses are being investigated.

Two staff members have registered for a dBase III Plus course and one has registered for a Lotus 1-2-3 course at the Saint John campus of the New Brunswick Community College. The duration of each course is 30 hours which is covered over a 10-week period.

PROVINCIAL GOVERNMENT ASSISTANCE

In an effort to serve our business community as effectively as possible, the Commission maintains an ongoing relationship with the provincial government.

Our staff worked in particular with the Department of Commerce and Technology (C & T) on several projects.

Kevin Kearns, as regional development officer, is the Department's liaison officer responsible for our region. He attends board meetings and keeps Commission representatives informed of any departmental changes in structure or policy. He also responds to Commission inquiries as they relate to his department.

We also recognize the contribution which Bernie Fontaine, Manager Regional Development, has made to keep the lines of communication open between Commerce and Technology and the Commission. He has also responded in a positive manner to requests for assistance.

The Commission also worked with the Industrial Development section of C & T in hosting foreign trade delegations, and in assisting with the organization and promotion of business information sessions relating to exportation (see Special Projects/Promotion section).

Specifically, this section provides assistance for business export development including market planning, trade show participation, trade missions, incoming buyers missions, technical consulting services, and management consulting services. It also administers the Trade Assistance Program which has been established to assist businesses to expand domestic (but out of province) and export markets.

Commerce and Technology also contracted Lou Eckebrecht, a product licensing expert, to visit the province regularly to promote and assist with product licensing. In effect, licensing agreements allow regional entrepreneurs to obtain licenses from around the world to manufacture products locally.

During the year, Commission staff met regularly with Mr. Eckebrecht to discuss current projects and prospective clients.

Small Industry Financial Assistance Program (SIFAP)

Since the Atlantic Canada Opportunities Agency's Action Program was made public in mid-February 1988, activity under the SIFAP has ceased due to overlapping of some of the offerings. During

the first quarter, however, we were notified of 10 final project approvals in the region representing $169,170 in funding and 20 new jobs (see Appendix A for breakdown).

SIFAP started as a 1973 pilot program in northeastern New Brunswick. Funding at that time was provided by a federal/provincial development agreement. It was gradually expanded until it covered the entire province in 1981 at which time the provincial government assumed total financial responsibility.

Since its inception, 1,930 projects were approved, representing $44.3 million in assistance, over $105 million in capital expenditures and the creation of 8,213 jobs.

SIFAP was one of the longest-running and most successful financial assistance programs in Canada. When ACOA funding is depleted, the provincial government may well consider its reinstatement.

Department of Labour

The provincial Department of Labour administers several job creation and business establishment assistance programs which the Commission promotes, evaluates and advises on when required.

The two which our staff deal with most frequently are the New Brunswick Entrepreneur Program and the annual Student Venture Capital Program.

The Entrepreneur Program commenced in January 1988, offering interest-free start-up loans of up to $10,000 for new businesses.

Although an excellent program for entrepreneurs requiring limited investment capital, the program was put on hold March 31, 1989. It, however, is being re-evaluated and should be reinstated during the next few months.

The following chart indicates regional activity for these and other Department of Labour programs during the fiscal year:

Program	$ Approved	Jobs Created
N.B. Entrepreneur	164,000	19
Student Venture Capital	57,920	21
Enterprise N.B.	1,048,320	168
Industrial Diversification	409,000	134

Tourism Improvement	115,220	80
Total	$1,794,460	380

Other Provincial Programs

There are several other provincial government assistance programs/services which support business establishment and/or expansion. The Commission's staff can provide information and advice on most.

With respect to the federal government, the Commission deals primarily with the Atlantic Canada Opportunities Agency; Industry, Science and Technology Canada; and Employment and Immigration Canada on business assistance programs, as well as special projects.

Atlantic Canada Opportunities Agency (ACOA)

Over the past year, the staff has been working extensively with ACOA, particularly concerning the Agency's Action Program.

Specially designed to encourage small business development, features include loan insurance, interest buy-downs, capital contribution, innovation, business studies and business training assistance.

Regional organizations have been successful in achieving approval for 181 projects under this program, which represents $33,632,949, a significant contribution by any standards (see Appendix B for list and county breakdown).

The Commission has also worked cooperatively with ACOA on the organization and promotion of business information sessions. (Refer to the section Special Projects/Promotion for more detail.)

Federal/Provincial Agreements

The federal and provincial governments have co-signed several economic development agreements over the past few years including: Canada/New Brunswick Subsidiary Agreement on Tourism Development (expired March 31, 1989), Canada/New Brunswick Subsidiary Agreement on Industrial Development (expires March 31, 1990), the Canada/New Brunswick Subsidiary Agreement on Industrial Innovation and Technology Development (expires March 31, 1991), and the Canada/New Brunswick Planning Subsidiary Agreement (expired March 31, 1989).

The federal government has committed the larger portion of funds provided under all four agreements. Funds awarded under these agreements for the year totaled $3,406,851. The majority of regional projects, however, were approved under the Canada/New Brunswick Subsidiary Agreement on Industrial Development (see Appendix C for the year's approvals as well as county breakdowns).

Industry, Science & Technology Canada (ISTC)

Industry, Science and Technology Canada (formerly Department of Regional Industrial Expansion), along with the International Trade Centre, offer a wide range of programs and services to businesses. These include Canadian Awards for Business Excellence Program, Canada Export Awards, Program for Export Market Development (PEMD), New Exporter to Border States Program and its Business Opportunities Sourcing System (B.O.S.S.).

Since ACOA was established, ISTC has assumed the role of promoting product/technology exportation to world markets which includes assistance in foreign market research. The department also assists with new product searches from worldwide sources to encourage the establishment or expansion of local manufacturers.

As with other organizations interested in development of our region, the Commission promotes ISTC programs and services to its business community and maintains brochures/information on most.

Charlotte County Community Futures

Since the beginning of 1987, Employment and Immigration Canada designated Charlotte County as a "Community Futures Program" area to help its declining economy. Funding is provided to affect employment and economic development.

To assist with its objectives, the Charlotte County Business Development Centre was established in St. Stephen.

The Commission maintains an effective and cooperative relationship with both organizations for the overall benefit of the county.

Research and Productivity Council/National Research Council

The National Research Council (head office in Moncton) and the Research and Productivity Council (head office in Fredericton) have established offices in the region (Saint John) to cooperatively meet research and development needs.

INDUSTRIAL PARKS ACTIVITY

There were several projects initiated during the year which are making important impacts on the regional industrial parks resources as outlined below.

Fundy Aquaculture Service Centre

The Commission has been working extensively with the Town of St. George on the establishment of the Fundy Aquaculture Service Centre located near Lime Kiln Bay in St. George.

In effect, an aquaculture industrial park, it offers 30 acres of land for development in phase one, a good portion of which has been sold. The Commission manages the sale of land on behalf of the town.

In addition to this, the Charlotte County Community Futures organization was able to secure funding for the establishment of a 10,000 sq. ft. business services centre to be built within the park. The centre will provide rental space primarily to aquaculture-related service businesses. The Commission acts as agent for this project also.

Transport Company in Spruce Lake Park

Three and one-half acres of land in Spruce Lake Industrial Park have been sold to Seaboard Transport for the establishment of a business outlet. The company specializes in "on time" deliveries.

Parks/Covenants and Guidelines Revised

An industrial parks committee was established comprised of board and staff members. The committee has revised the industrial parks covenants and guidelines to make the publication more applicable to existing and potential park tenants.

Drilling Company for Sussex Industrial Park

Vic Progressive Diamond Drilling Inc. has purchased a lot in Sussex Industrial Park to establish a building. The company will do exploratory work and serve area businesses.

Provincial Government Parks Project

Commission staff accumulated current basic information on the region's industrial parks' tenants as part of a provincial government industrial parks study.

Champlain Industrial Park Study

The consulting firm of Fiander-Good & Associates has been chosen to do a study of Champlain Industrial Park to determine future development priorities. A staff member is on the steering committee which offers direction to the consultants.

Land Option in Spruce Lake Industrial Park

The Commission has received an option on a three-acre lot in Spruce Lake Industrial Park from a Saint John business looking to expand its facilities.

Moore-Clark to Establish in Champlain Industrial Park

Moore-Clark (Canada) Inc., a major Canadian fish feed manufacturer, has received $2.8 million in ACOA funding for the establishment of an $8 million plant on a seven-acre lot in Champlain Industrial Park. Construction will begin in April and the feed mill will be operational by April 1990.

Ampal Pallets Ltd. Chooses Saint John

The Commission assisted Ampal Pallets Ltd. in securing ACOA funding for the construction of a $14.6 million, 30,000 sq. ft. plant to manufacture metal pallets to primarily serve export markets. It is proposed that the plant will be built in Saint John's McAllister Industrial Park. Up to 140 jobs will be created as a result.

Commission staff attended a January 27th press conference during which ACOA representatives announced funding to the value of $7 million.

Sedco Electrical Purchases Land

Sedco Electrical Supplies has purchased land in Sussex Industrial Park. The company plans to start construction of a building this summer.

Sussex Machine Shop Seeking More Land

The Commission has been working with the Town of Sussex on Sussex Machine Shop's request to purchase a lot to add to their present three-lot property in Sussex Industrial Park. The company wishes to secure the property for future expansions.

It was a good year for most sectors of the region's economy. Some industries fared better than others.

We shall provide an activity overview of the region's major industries.

Aquaculture/Fishing

The aquaculture or fish farming industry in our region has surpassed projected revenue production by over 35%, generating close to $40 million from its 36 licensed salmon farms in 1988.

The industry, however, cannot meet its full annual potential without an adequate supply of smolt (juvenile salmon). This remains one of the primary concerns of the farmers.

The provincial government recently lifted a two-year ban on new operations, but it is expected to use the availability of smolt as a guide in regulating the number of new fish farm licenses issued.

Of significance was the establishment of the Fundy Aquaculture Service Centre in St. George. It is, in effect, an industrial park aimed at businesses which support fish farming.

In addition to this, the Charlotte County Community Futures organization was able to secure funding for the establishment of its proposed 10,000 sq. ft. business services centre to be located within the park. The centre will provide rental space mostly to businesses serving the industry.

In February, Moore Clark (Canada) Inc. announced plans to construct a $8.2 million high energy fish feed plant in Champlain Industrial Park, near St. Andrews, to serve local fish farmers.

To help identify potential growth areas relating to aquaculture service businesses, the Department of Commerce and Technology has established a committee to coordinate a study. A Commission staff member serves on the committee.

Tourism

The Fundy Region and the province in general have tremendous potential to develop their tourism industries. Some of the region's municipalities are attempting to focus on this potential through the upgrading of their tourist facilities and services.

The Town of St. George initiated a study, with ACOA funding, relating to tourism and general social and economic development. Results are now being analyzed.

The Village of Hampton also received ACOA assistance to study the area's recreational and tourism facilities.

Food Processing

Positive developments in the food processing industry include the re-opening of the Star Kist tuna plant in Bayside and continued growth for fish demand in the United States.

As well, a $14.1 million modernization project is being undertaken at the Lantic Sugar Ltd. refinery in Saint John and Ganong Bros. plans to invest $12 million to build new facilities in St. Stephen.

Shipbuilding

The shipbuilding industry is being enhanced by the Canadian patrol frigate construction program. During 1988, employment at Saint John Shipbuilding in Saint John reached 3,000 as activity escalated on the initial frigate contract obtained by the company in 1983. It was awarded a $2.7 billion contract in 1987 to build an additional six frigates in Saint John. Construction of the second series of frigates is scheduled to take place between 1989/1995.

Forest Products

Demand for forest products continued to increase during the year. In 1988, the value of pulp and paper shipments from New Brunswick increased by 10.7% which has partially resulted in an overall 88% increase in the market price since 1986. The price of newsprint has increased 36% for the same period.

Irving Tissue is undertaking an expansion at its Saint John mill which will increase production capacity by 500% (from 15,000 to 75,000 metric tonnes) to supply a new $11 million tissue converter mill in Moncton.

Mining

Potash production at the two mines near Sussex was steady during the year. Strong price increases early in 1988 resulted from the settlement of U.S. dumping charges, rather than any strengthening of demand.

Present markets are not strong due to increased competition from new Soviet Union suppliers. Analysts predict a world surplus of potash until at least the mid-1990's.

Of special interest, LAC Minerals Ltd. continued its tin expansion project at the closed Mt. Pleasant tungsten molybdenum mine near St. George which commenced about three years ago.

This section will outline some important projects and promotions in which the Commission has been involved during the year.

Developing a Small Business Course

The Commission received approval under ACOA's Action Program for the development and subsidization of a five-part course on developing a small business. It was offered to the region's potential and existing entrepreneurs last fall in St. Stephen, St. George, Saint John, Hampton and Sussex.

Saint John's Secretarial Network developed and administered the program under the Commission's guidelines. Approximately 100 individuals participated averaging 20 people per area which was the predetermined ideal number for optimum effectiveness.

Foreign Business Delegation

Throughout the year, the Commission, at times in conjunction with the City of Saint John, hosted several foreign business delegations.

These visitors, usually interested in immigrating to Saint John to establish a business, were from areas such as Japan, Taiwan, Hong Kong, London, Germany and the U.S.

Most visited key locations in New Brunswick under the guidance of the Department of Commerce and Technology.

St. Andrews Aquaculture Fair

Staff worked on the development of a display for the July 1-3 St. Andrews Aquaculture Fair. The Commission shared a booth with the Department of Commerce and Technology. The fair included a trade show, aquaculture-related demonstrations, technical sessions and a variety of other events.

Recognized as JA "Company of the Year"

Two staff members who were advisors to a group of high school students under the Junior Achievement program were pleased when their company, called Creations, won the "Company of the Year" award at the program's closing banquet in May 1988. The trophy is being displayed in the Commission's office.

Municipal Studies

The Commission has been assisting, in an advisory capacity, with several of the studies undertaken in various municipalities throughout the region.

- St. George is looking at developing its "gorge" as a focal point of the local tourism industry. A study report has made recommendations concerning opportunities relating this, and other industries.

- In Sussex, consultants are looking at the potash industry and its current and potential long-term economic impacts.

- Hampton has undertaken a study which is looking at potential recreational and tourism facility potential.

- As a result of the closure of the J.D. Irving sawmill in Pennfield and the consequential loss of jobs in that area, the Commission was asked to analyze the situation in Pennfield with the objective of identifying new business development opportunities that can provide employment to alleviate the impact of the closure.

- Commission staff members have undertaken a study to identify economic development opportunities in the town of Grand Bay.

- A staff member has assisted Sussex's Atlantic Balloon Fiesta Committee with the development of terms of reference for a study on future development of the fiesta.

- The Department of Commerce and Technology has established a committee to coordinate a study relating to existing and potential aquaculture service businesses. A Commission staff member serves on the committee.

NBICA Meetings

Commission staff representatives attended regular New Brunswick Industrial Commissioners' Association meetings throughout the year to discuss concerns of the membership and undertake special projects related to those concerns.

Aquaculture International Congress & Exposition

A staff representative attended the Aquaculture International Congress & Exposition, held in Vancouver September 6th to 9th. Valuable information was gathered which has assisted development efforts related to our local aquaculture industry.

IDAC's Annual Conference

The Commission had representation at the Industrial Developers' Association of Canada's annual conference, held in Scarborough, Ontario September 11-14. The theme of the conference was Mission 88 - The Importance of Trade." Topics of presentations included the free trade agreement, interprovincial barriers and the global market.

Aquaculture Brief Presented

Commission representatives presented a brief relating to Bill 63: Aquaculture Act to the Special Committee on Economic Policy Development in St. Andrews on September 16th. The brief was well received. Basically, it encouraged a climate of cooperation and trust between those involved in the industry and government.

Free Trade Presentations

As a result of undertaking a comprehensive study on free trade as it relates to our region, a staff member has made numerous presentations on the topic to various organizations.

Transportation Briefs Presented

In November, Commission representatives participated in the presentation of two highway transportation briefs to the Special Committee on Economic Development. Commission staff assisted with the preparation of both briefs. One brief represented regional concerns and was supported by all of the region's municipalities, as well as other regional organizations with a specific interest in highway transportation. The other was presented on behalf of the New Brunswick Industrial Commissioners' Association and voiced comparable concerns.

Small Business Week Activities

In addition to the "Developing a Small Business" training sessions which were ongoing throughout Small Business Week (October 23-30), on October 25 & 26, the Commission co-sponsored small business workshops with the Federal Business Development Bank. They were held in Saint John.

Also, staff attended the Saint John Board of Trade's "Business Owner of the Year" luncheon on October 28th. The winners, Bourque Industrial principals, and one of the other four finalists, Kwik Kopy Printing, were nominated by Commission staff. A staff member also served on the organizing committee.

River Valley Local Business & Services Trade Fair

On October 29 & 30, the last two days of Small Business Week, the Commission participated in the River Valley Local Business & Services Trade Fair, held in Grand Bay. The trade fair was a success and it provided the Commission with the opportunity to meet several Grand Bay and area business representatives to discuss concerns and future plans.

Staff assisted organizers, members of the River Valley Chamber of Commerce, in securing funds from ACOA to promote the fair.

Soft Shell Clam Advisory Committee

The department of Fisheries and Oceans Canada requested that the general manager be a member of their newly-established Scotia-Fundy Regional Soft Shell Clam Advisory Committee to discuss and advise on issues important to the clam industry in the Scotia-Fundy Region. The first meeting was held in January in Truro.

Charlotte County Business Expo

The Commission worked with the Charlotte County Business Development Centre on the organization and sponsorship of the second annual Charlotte County Business Expo, held in November. It included business information sessions and business-related exhibits. A highlight this year was an informative free trade symposium held in conjunction with the expo.

Aquaculture 89

The Commission participated in the exhibition associated with the Aquaculture 89 conference, held in Saint John February 22 - 24. It was aimed at those with an interest in aquaculture. Close to 100 booths represented practically every aspect of the industry. Both the conference and exhibition were well attended.

The Commission focused its presence on business assistance and the promotion of the Fundy Aquaculture Service Centre industrial park in St. George. Considerable interest and awareness was generated.

G.M. Participates in Boston Food Show

The Commission's general manager participated in the New Brunswick Salmon Growers' Association exhibit at the Boston Food Show held March 7 - 9, in Boston. The primary objective of the association was to promote a generic salmon marketing program.

How to Sell to the Provincial Government

The Commission assisted the Department of Commerce and Technology with the organization of, and registrations for, March 2 (Saint John) and March 15 (Sussex) workshops called "How to Sell to the Provincial Government."

Presentations were made by the Department of Supply and Services, N.B. Power, N.B. Housing and the Construction Association of New Brunswick. One-on-one meetings followed for participants with questions.

Action Program Accountants' Information Session

Staff assisted the Atlantic Canada Opportunities Agency with promotion and registrations associated with an information session for accountants, held in Saint John on March 14th. The objective of the presentation was to help accountants more clearly understand the application and claims procedures associated with the program, to better serve their clients' interests. Staff members attended as well.

Cooperative Business Information Presentations

The Commission worked with the Charlotte County Business Development Centre, Charlotte County Community Futures, Department of Labour, Federal Business Development Bank, and Commerce and Technology on cooperative information sessions aimed at informing the business community about what each organization does.

Individual presentations to groups were followed by one-on-one meetings. Session dates and locations: March 29th - St. Stephen, March 30th - St. Andrews and April 6th - Pennfield.

Marketing Opportunities in New England Seminar

The Commission assisted with registrations for Applied Management Consultants' "Marketing Opportunities in New England" seminar, held in Saint John on March 30th. A staff member also attended.

Sponsored by Commerce and Technology, the objective was to increase awareness of New England market opportunities and methods to assess and access this potential market.

Presentation to N.B. Multicultural Association

A presentation was made to the New Brunswick Multicultural Association on March 31st in Fredericton relating to what is required to start a small business. This was part of their "Business Opportunities for New Canadians: A Needs Assessment" project which the association has undertaken.

Salmonid Demonstration & Development Farm Funding

The Commission has been working with the New Brunswick Salmon Growers' Association to secure funding to maintain the Salmonid Demonstration & Development Farm at Lime Kiln Bay, near St. George.

Information Sessions/Trade Shows - General

Commission staff, also attended a number of seminars, information sessions, and conferences briefly outlined as follows:

Date	Topics	Organized By
April 11	patents/trademarks	Innovation Centre
April 23-29	Year I - Economic Development Program	IDAC/University of Waterloo
June 6	marketing toys & board games	Innovation Centre
June 13	marketing new products	Innovation Centre
June 16-17	product licensing	Industry, Science & Technology Canada
July 7	free trade with U.S.	Saint John Board of Trade
Nov. 20-25	supervisory skills	Atlantic Region Management Training Centre
Oct./Nov.	news & feature writing	New Brunswick Community College
Oct. 2-3	new challenges/ new opportunities for Port of Saint John	Port of Saint John

Jan. 26	opportunities of Hibernia Project	Mobile Oil, Saint John Board of Trade
Feb. 8	patents	Dept. of Commerce & Technology
Feb. 24	role of Commission	Fundy Region Development Commission
Mar. 8	Infotech '89 - Technology Import Opportunities	Commerce & Technology/ Industry, Science & Technology Canada

PROMOTIONAL MATERIAL/ADVERTISING

PERSPECTIVE Newsletter

Six issues of our bi-monthly PERSPECTIVE newsletter were published during the year. The mailing list has been maintained at approximately 1,000 which includes municipal, provincial and federal government representatives, the region's manufacturers/processors, bankers, accountants, media and a variety of miscellaneous business representatives.

The Commission uses the newsletter to feature local entrepreneurs/businesses, government financial assistance programs, business trade shows/seminars, Commission activity, and other timely topics.

During the fourth quarter a subscribers' survey was undertaken to update our mailing list and to request constructive feedback. Six percent of the subscribers responded. Overall, results were very positive confirming that PERSPECTIVE is still, after seven years of publication, a worthwhile promotional tool.

Community Profiles

During the year, the St. George and Grand Bay community profiles were completed and Hampton was updated. Work had also commenced on updating other profiles (St. Stephen, St. Andrews, Sussex, St. George and Saint John).

Audio Visual Presentation

Commission staff assisted Atlantic Mediaworks with the development of a four-minute film focusing on the region. The intention of this promotion is to encourage local potential

entrepreneurs to establish businesses in the area. Sponsored by the provincial government, it was one of the province-wide generic regional presentations prepared.

Several copies of the film were made and one copy was distributed to each of our member municipal offices.

Industrial Parks Brochures Updated

During the summer, all regional industrial parks brochures were updated. An on-site confirmation of tenants and park features was undertaken to ensure accuracy.

New Promotions/Promotional Material

As a result of the Board of Directors' decision to change our name from "Saint John Fundy Region Development Commission Inc."to "Fundy Region Development Commission Inc.," ACOA funding was requested and has been received to develop new promotional material such as a logo, business cards, letterhead and envelopes.

A new logo has been developed and approved. The aforementioned material will be printed in April.

Depending on funding available, a brochure outlining the services offered by the Commission will be one of the next printing priorities.

With continued ACOA funding, a one-year plan for special projects will also provide for costs associated with the establishment of a regional tourism association, a brochure promoting the Fundy Aquaculture Service Centre and the development of small business information and training programs.

Fundy Region Tourist Guide

The Fundy Region Tourist Guide, was developed by a summer student. Funding for graphic work and printing is being sought from ACOA.

Business Information Guide

A valuable regional business guide was developed during the summer which provides information on where to go and who to contact for what in relation to business establishment and development.

The growing demand for this publication indicates the significant benefits which can be derived by the region's business community.

Advertising

Paid advertising is still being focused on local publications and, primarily the small business sector.

Our main objective is to create awareness of the Commission and its free services.

The following list of paid ads is indicative of this strategy:

- Better Business Bureau's annual Telegraph Journal/Evening Times Globe membership drive supplement
- Saint John Board of Trade's annual membership directory
- Butler Design's Vacation Schedule which has been distributed to most businesses in region
- National Transportation Week supplement in the Telegraph Journal/Evening Times Globe
- Telegraph Journal and St. Croix Courier re. advertised visits to Grand Manan
- Atlantic Trade Journal featuring Sussex
- Telegraph Journal and St. Croix Courier promoting "Developing a Small Business Seminars"
- Saint John Might Directory
- The Brunswick Business Journal's year-end review to complement an article on the Commission and the region in general
- region's daily and weekly newspapers requesting applications for the Charlotte and Kings counties economic development officer positions
- all of the region's newspapers to promote the individual "Developing a Small Business" training programs offered in five municipalities throughout the region
- Telegraph Journal/Evening Times Globe Small Business Week newspaper supplement in support of the small business community

- St. Croix Courier Small Business Week supplement

- 1989/90 Butler Design & Graphics "Vacation Schedule" which is distributed to all businesses in our region

- Telegraph Journal/Evening Times Globe annual business and industrial review supplement

- The Citizen's annual economic review and forecast supplement

- Atlantic Fish Farming newspaper promoting the Fundy Aquaculture Service Centre

The Commission also prepared a four-page article promoting the region's features and benefits, along with a photo and a proximity map, which was requested for insertion in a Chinese magazine published in March.

SAINT JOHN FUNDY REGION
DEVELOPMENT COMMISSION INCORPORATED

FINANCIAL STATEMENTS

MARCH 31, 1989

A MEMBER OF ARTHUR YOUNG INTERNATIONAL

Clarkson Gordon

Chartered Accountants
Suite 1209
One Brunswick Square
Saint John N.B. Canada
E2L 4V1
Telephone (506) 634-7000
Telecopier (506) 634-2129

AUDITORS' REPORT

To the Board of Directors of Saint John
Fundy Region Development Commission Incorporated:

We have examined the balance sheet of Saint John Fundy Region Development Commission Incorporated as at March 31, 1989 and the operating and capital funds statements of revenues and expenditures and net assets for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Commission as at March 31, 1989 and the results of its operations and the changes in its net asset position for the year then ended in accordance with the accounting principles described in note 1 to the financial statements applied on a basis consistent with that of the preceding year.

Saint John, Canada,
May 15, 1989.

Clarkson Gordon
Chartered Accountants

SAINT JOHN FUNDY REGION
DEVELOPMENT COMMISSION INCORPORATED
(Incorporated under the laws of New Brunswick)

BALANCE SHEET

MARCH 31, 1989

	1989	1988
ASSETS		
Cash	$ 21,421	$ 1,501
Short-term investments	95,463	92,095
Accounts receivable	11,628	455
Prepaid expenses	1,408	5,363
	$129,920	$99,414
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued charges	$ 12,367	$ 3,870
Unearned revenue	8,758	
	21,125	3,870
Net assets	108,795	95,544
	$129,920	$99,414

(See accompanying notes)

On behalf of the Commission:

Director

Director

SAINT JOHN FUNDY REGION
DEVELOPMENT COMMISSION INCORPORATED

OPERATING FUND

STATEMENT OF REVENUES AND EXPENDITURES AND NET ASSETS

YEAR ENDED MARCH 31, 1989

	1989	1988
Revenue:		
Province of New Brunswick	$187,242	$187,162
Saint John	35,000	54,000
St. Stephen	5,700	5,500
Sussex	4,660	4,500
Hampton	3,630	3,500
St. Andrews	2,700	2,600
St. George	1,350	1,300
Grand Bay	3,630	3,500
Atlantic Canada Opportunities Agency	36,242	
Challenge '88	7,344	
Other	3,207	4,554
	290,705	266,616
Expenditures:		
Salaries and benefits	171,074	147,465
Consulting fees	9,000	12,000
Promotion	19,948	15,217
Office rent	19,200	11,880
Insurance	1,017	1,306
Newsletter publications	4,066	7,184
Professional development	2,924	2,355
Automobile	3,362	13,983
Bad debts		69
Travel	19,472	13,416
Telephone and postage	17,657	12,554
Office equipment	11,108	16,412
Professional fees	3,052	3,621
Office supplies	4,274	4,170
Subscriptions and associations	2,909	4,193
Bank charges	425	441
Office renovations	4,765	
Other	474	725
	294,727	266,991
Excess expenditures for the year	(4,022)	(375)
Net assets, beginning of year	24,170	24,545
Net assets, end of year	$ 20,148	$ 24,170

(See accompanying notes)

SAINT JOHN FUNDY REGION
DEVELOPMENT COMMISION INCORPORATED

CAPITAL FUND

STATEMENT OF REVENUES AND EXPENDITURES AND NET ASSETS

YEAR ENDED MARCH 31, 1989

	1989	1988
Revenue:		
Interest	$10,364	$ 7,651
Sale of land (note 3)	8,116	
Other	4,090	2,790
	22,570	10,441
Expenditures:		
Truck rental	1,249	1,800
Park maintenance	1,361	6,183
Bad debts		3,515
Park projects	2,188	2,231
Miscellaneous	499	192
	5,297	13,921
Excess revenue (expenditures) for the year	17,273	(3,480)
Net assets, beginning of year	71,374	74,854
Net assets, end of year	$88,647	$71,374

(See accompanying notes)

SAINT JOHN FUNDY REGION
DEVELOPMENT COMMISSION INCORPORATED

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 1989

1. Significant accounting policy

The financial statements of the Commission have been prepared in accordance with accounting principles considered appropriate for organizations of this type. These differ from generally accepted accounting principles in that expenditures of a capital nature are charged against revenue in the period in which the liability is incurred.

2. Revenue

The Province of New Brunswick, through the Department of Commerce and Technology, and the participating municipalities provide operating funds to the Commission based on the approved budgeted expenditures of the Commission.

3. Proceeds on sale of land

The Commission has entered into agreements to share a portion of the proceeds from the sale of certain industrial parkland. The Commission's share of these proceeds is to be accumulated for further servicing and development of the parks in the region.

4. Comparative amounts

Certain of the 1988 figures have been reclassified to conform with the presentation adopted for the current year.

APPENDIX A

SIFAP APPROVALS

(April 1, 1988 - March 31, 1989)

Company Name	Location	Funding	Total Costs	Jobs
Atlantic Caster & Wheel Ltd.	Saint John	$ 15,526	$ 31,051	4
Black River Wood-working Ent.	Saint John	3,600	7,200	1
Carpenter Shop, The	Pennfield	23,332	46,663	2
Estey & Co. Holder Division	Saint John	18,664	37,328	2
Key Industries Inc.	Saint John	25,348	50,969	3
Walton's Concrete Lawn Ornaments	Quispamsis	8,600	17,200	2
Barrett & Sons Boatbuilding Ltd.	Back Bay	10,000	20,000	2
Dantech Enterprises Ltd.	Saint John	21,098	42,195	2
Mark Flynn Ltd.	Saint John	1,800	6,000	1
Royal Printing Ltd.	Sussex	41,202	82,405	1
TOTAL		$169,170	$341,011	20

APPENDIX B

ACOA "ACTION PROGRAM" APPROVALS

(April 1, 1988 - March 31, 1989)

Organization	Location	Project	Assistance
Fundy Computer Services Ltd.	Saint John	Consulting & software expansion	$ 20,606
Prime Biz	Saint John	Market assessment	2,231
Ganong Bros.	St. Stephen	Modernization	112,187
Maritime Paper Products Ltd.	Saint John	Expansion and modernization	2,352,445
Michael & Tammy Brown	Grand Manan	Construction of cabins	57,726
Hydramacs	Sussex	Manufacture/service hydraulic systems	265,000
Deer Island Processing Ltd.	Deer Island	Salmon feed development	53,000
Nelson Monuments	Sussex	Modernization	105,963
Fundy Lodge	St. George	Expansion	16,762
Southwood Products	St. George	New equipment	33,675
Crocker Hill Studios	St. Stephen	New greenhouse	6,900
D. & F. Amusements	Saint John	Expansion of tourist attraction	32,574
Helshiron Fisheries	Grand Manan	Purchase of new equipment	81,350
Seafresh Aquaculture Ltd.	Back Bay	Expansion	52,200
Charlotte County Community Futures	St. Stephen	Tourism promotion	157,448

APPENDIX B - cont'd

Organization	Location	Project	Assistance
Charlotte County Community Futures	St. Stephen	Study to identify business opportunities	45,500
Drews Cove Salmon Ltd.	Back Bay	Expansion-modernization	79,353
Mohannes Woodworking	St. Stephen	Establishment-hardware manufacturing business	48,138
Vic Progressive Diamond Drilling Inc.	Sussex	Establish exploration drilling facility	124,481
Speedy Manufacturing	Saint John	Land Purchase Improvements	54,615
Fundy Salmon Ltd.	Back Bay	Expansion	57,982
Jail Island Salmon Ltd.	St. George	Modernization	95,226
Ganong Bros. Ltd.	St. Stephen	Expansion	5,500,000
Losier U. Cart Concrete	Saint John	Establish concrete operation	21,925
St. Stephen Dev. Board Inc.	St. Stephen	Establish office to coordinate Chocolate Theme Park dev.	133,860
Town of St. George	St. George	Fundy Aquaculture Service Centre	406,160
Harbour Breeze Fisheries Ltd.	St. George	Establish a cage culture facility	56,251
Harbour De Loutre Products Ltd.	Campobello Island	Expansion	126,845
Moore's Equipment Ltd.	St. Stephen	Expansion	24,667
Silver Harvest Ltd.	St. George	Establish a sea cage culture operation	67,705
Pollock Cove Cottages Inc.	Campobello Island	Establish tourist accommodations	41,429
Mascarene Mari Culture Ltd.	St. George	Establish sea cage culture operation	41,550

APPENDIX B - cont'd

Organization	Location	Project	Assistance
Atlantic Aquaculture	Pennfield	Expansion	74,250
Dantech Enterprises	Saint John	Expansion	24,915
Reginald Jardine	Saint John	Business plan	2,250
Smugglers Village Ltd.	St. Andrews	Modernization	49,356
Parsons Printing	St. Stephen	Modernization	7,258
Classic Construction	Saint John	Establish asphalt plant	247,355
Rothesay Paper Ltd.	Saint John	Feasibility study	36,759
Numidia Ltee.	Saint John	Establish restaurant & inn	333,132
Back Bay Lobster	Back Bay	Developing feeding cages for lobsters	55,800
DARPA Industries Ltd.	Havelock	New equipment	107,696
A.J. Holdings	Havelock	Market study	12,713
Provincial Data Services Ltd.	Saint John	Develop product	134,250
Saint John Spring Works Ltd.	Saint John	Expansion	129,300
Digital Products	Saint John	Research	46,824
Waste Oil Management Systems	Saint John	Establish company	35,950
Ascot Sailmakers Inc.	Rothesay	Equipment purchase	14,950
Bourque Manufacturing	Saint John	Feasibility study	11,683
P. & B. Stained Glass Studio	Saint John	Expansion	9,000
Colonial Reproductions & Restoration	Saint John	Establish facility	5,400
International Festival of Irish	Saint John	Market study	113,000

APPENDIX B - cont'd

Organization	Location	Project	Assistance
Sussex Studholm Agriculture	Sussex	Rebuild	294,613
Chocolate Theme Park	St. Stephen	Development	344,000
Dairytown Products	Sussex	Expansion	248,768
Town of Sussex	Sussex	Study	27,000
Sussex Machine Shop	Sussex	Expansion	12,000
Saint John Human Development Council	Saint John	Study	30,000
Fulton Graphics	Saint John	Expansion	13,254
Sea Farms Canada Inc.	Charlotte Co.	Modernization	44,100
St. Stephen Development Board	St. Stephen	Market proposal	11,000
Little River Productions	Saint John	Construction	102,115
Eastern Technical Services	Saint John	Construction	94,290
Battery & Electric Service Ltd.	Saint John	Modernization	35,368
RGL Developments	Saint John	Study	36,000
Digital Products Ltd.	Saint John	Business plan	24,000
Hughes Surveys & Consultants	Saint John	Study	8,951
Bretech Inspection (NDT) Ltd.	Saint John	Expansion	8,214
Ampal Pallets Inc.	Saint John	Feasibility study	37,500
Crimmins Pottery	Rothesay	Expansion	18,525
Keystone Printing and Lithographing	Saint John	Upgrading	23,932

APPENDIX B - cont'd

Organization	Location	Project	Assistance
Marine, Industrial & Technical Sales	Saint John	Modernization	5,850
Saint John Spring Works	Saint John	Study	1,500
Festival By The Sea	Saint John	Promotion	90,000
Maritime Salmon Ltd.	Blacks Harbour	Expansion	75,023
Town of St. George	St. George	Study	43,250
Constance Fleet	Campobello	Bed & Breakfast	9,128
Charlotte County Development Corp.	St. Stephen	Business symposium	9,000
Valley Fence Co. Ltd.	St. Stephen	Improvements	8,400
Captain Carey's Sea Tours	Grand Manan	Upgrading	5,400
Peter Hummel-Newell	St. Stephen	Renovations	72,018
Northern Clam Co. Ltd.	Campobello	Building facility	51,838
Hawkins Bros. Fisheries Ltd.	Beaver Harbour	Expansion	45,240
Murphy's Motor Court Inn	St. Stephen	Expansion	21,035
Armstrong Holdings	Pennfield	Study	7,313
Jon David Sawyer	St. Andrews	Establish business	7,183
Quaco Inn Ltd.	St. Martins	Modernization	4,500
Lone Pine Park Camping	Penobsquis	Modernization	8,068
Powning Designs	Sussex	Feasibility study	3,375
New York Boiler Co.	Sussex	Study	7,500

APPENDIX B - cont'd

Organization	Location	Project	Assistance
Rockwood Park Waterslide Ltd.	Saint John	Renovations	20,000
Aristotle's Lantern	Saint John	Bed & Breakfast	20,000
Brunswick Data Inc.	Saint John	Improve software	1,243,132
H. Franklin Irving	St. Stephen	Establish resort	363,748
Huntsman Marine Centre	St. Andrews	Establish office	153,537
Wayne D. McKnight	St. Andrews	Storage facility	96,500
N. Krasanaki & J. Detorakis	Lepreau	Establish facility	97,500
KCW Fish Partnership	Deer Island	Expansion	47,919
Pendleton Feeds Ltd.	Deer Island	Study	12,000
Chamcook Associates	St. George	Expansion	6,024
N.B. Salmon Grower's Association	St. George	Conference fees	3,150
Gordon Eldridge	Beaver Harbour	Business plan	7,500
Connors Bros. Ltd.	Blacks Harbour	Expansion	2,200,000
Sea Farm Canada Inc.	Saint John	Plant-St. George	343,711
Silliphant Processing	St. George	Modernization	39,729
Betty Whittingham	St. Stephen	Bed & Breakfast	25,250
St. Stephen Fence Co.	St. Stephen	Expansion	452,500
Breakwater Salmon Ltd.	Back Bay	Establishment	36,755
041700 N.B. Ltd.	Sussex	Expansion	667,948
Potash Co. of America	Sussex	Study	135,887
Connors Bros. Ltd.	Blacks Harbour	Purchase boxes	6,557

APPENDIX B - cont'd

Organization	Location	Project	Assistance
Belleisle Foods Ltd.	Belleisle	Expansion	80,130
Canaan Rebuilders Ltd.	Havelock	Establish business	59,352
J.D. Irving Ltd. (Woodlands Div.)	Sussex	Purchase equipment	78,900
Sussex Golf & Curling Club	Sussex	Upgrading	101,982
Tony Vanhal	Sussex	Upgrading	1,845
Cards Net Manufacturing	St. George	Establish business	11,104
Indian Island Salmon	Deer Island	Expansion	20,926
Atsuko Linda Nose	Saint John	Establish business	13,250
Lettuce Print-It	Saint John	Upgrading	25,157
Laurence Cheslock Architect	Saint John	Upgrading	20,866
Irving Pulp & Paper	Saint John	Study	36,000
Judemic Corporation	Saint John	Purchase equipment	127,679
Saint John Fundy Region Development Comm.	Saint John	Management course	20,500
Brookville Warehouse	Saint John	Purchase facility	511,355
Designed Recovery & Technology	Saint John	Establish business	107,095
Fluid Transfer & Control Ltd.	Saint John	Expansion	35,432
Fundy Ventilation Ltd.	Saint John	Purchase equipment	80,391
Brunswick Data Inc.	Saint John	Hire consultants	54,000
Industrial Enterprises	Saint John	Purchase equipment	18,750
Day Nite Neon (N.B.)	Saint John	Purchase equipment	19,202

APPENDIX B - cont'd

Organization	Location	Project	Assistance
Powning Designs	Sussex	New equipment	121,421
Dr. William Johnson	Penobsquis	Upgrading	19,830
N.B. Salmon Growers Association	St. George	Study	22,500
J.D. Stewart Fisheries	Pennfield	Expansion	143,620
Thomas Carson	St. Stephen	Expansion	70,530
Fundy Seatec Ltd.	St. George	Year round service	30,941
Ampal Pallets	Saint John	Establish business	7,002,520
Southwest Concrete & Construction	St. Stephen	New equipment	98,833
Armstrong Construction	Pennfield	Study	11,145
042394 N.B. Inc.	Moore's Mills	Study	1,875
043277 N.B. Inc.	Saint John	Establish business	377,985
Stark's Hillside Bed & Breakfast	Kings County	Establish business	13,202
Harvey & Eleanor Dougherty	Bonny River	Bed & Breakfast	17,320
Granite Town Motel	St. George	Establish business	544,471
Limekiln Fisheries	L'Etete	Expansion	17,240
Oven Head Salmon Smokers	Deer Island	Establish business	6,362
Saint John Fundy Region Development Comm.	Saint John	Special projects	35,000
Hydramacs Ltd.	Sussex	Improvement study	11,250
Terry Adair	Clifton Royal	Tourist facility	130,975
Burgess Brothers	Havelock	Equipment	69,236

APPENDIX B - cont'd

Organization	Location	Project	Assistance
Canada Packers Poultry	Sussex	Expansion	32,400
Jim McGivery	Sussex	Feasibility study	11,556
Moore-Clark Co. (Canada) Inc.	St. Andrews	Establish plant	2,847,083
B. & M. Woodworking	Saint John	Expansion	3,000
Cassidy's Ltd. (Cody-Food Division)	Saint John	Establish facility	14,520
Hunter Public Relations	Saint John	Expansion	24,730
Merv Langille Auto Parts	Saint John	Upgrading	15,267
Atlantic Salmon Federation	St. Andrews	Technology study	42,170
Homelife Heat Guard	Saint John	Establish business	102,282
Canhorn Mining Corp.	Saint John	Feasibility study	35,265
David & Daniel Matthews	Saint John	Market study	1,200
James Gayton's Machine Shop	St. Stephen	Establish business	15,350
Roger & Joan Morse	Grand Manan	Tourist facility	62,413
Regal Fisheries Ltd.	Grand Manan	Feasibility study	10,500
Greenthumb Boutique	St. Stephen	Feasibility study	2,250
New Yorker Boiler Co. Ltd.	Sussex	Expansion	233,329
Lee Austin MacLeod	Havelock	Expansion	9,300
Little Rock Fisheries	Grand Manan	Research	51,147
Back Bay Lobster Ltd.	Back Bay	Study	7,125

APPENDIX B - cont'd

Organization	Location	Project	Assistance
Learning Exchange	Saint John	Adult literacy	350,000
Energy Systems & Design	Sussex	Improvements	1,620
Lee O'Brien	Quispamsis	Study	900
		TOTAL	$33,632,949

County Breakdown:

County	No. of Approvals	Assistance	% of Region Total
Charlotte	78	$16,156,868	48
Saint John	62	14,444,366	43
Kings	32	3,031,715	9

APPENDIX C

CANADA/NEW BRUNSWICK SUBSIDIARY AGREEMENT ON INDUSTRIAL DEVELOPMENT

Organization	Location	Project	Assistance
Ganong Bros. Ltd.	St. Stephen	New manufacturing facility	$1,800,000
Walton's Concrete Lawn Ornaments	Quispmasis	Hiring of supervisor	9,600
Tabufile Atlantic	Saint John	Hire manager to develop marketing plan	31,500
Town of St. Stephen	St. Stephen	Upgrade water supply system	455,000
Brookville Manufacturing	Saint John	Market study	17,500
Donovan Chemicals	Saint John	Marketing plan	18,000
Xactics Ltd.	Saint John	Hire controller	29,000
Atlantic Silver Ltd.	St. George	Research	32,474
Pendleton Fisheries	Deer Island	Accounting system	2,000
Town of St. Andrews	St. Andrews	Study	4,000
Green Sea Products	Grand Manan	Improve packaging	4,625
Southern Cross Aquaculture	Grand Manan	Market plan	7,363
Chemlab Inc.	Saint John	Upgrading	101,200
High Reach Signs	Saint John	Hire manager	14,250
Atlantic Silver	St. George	Trade show booth	13,000
Easy Kleen System Ltd.	Hatfield Pt.	Marketing plan	24,509
Judemic Corporation	Saint John	Licensing	10,000
Shamrock Truss & Components	Saint John	Purchase Equipment	8,450

APPENDIX C - cont'd

Organization	Location	Project	Assistance
Keyston Printing & Lithographing	Saint John	Improvements	10,000
Shamrock Truss & Components	Saint John	Install software	4,225
Utopia Fabricating	St. George	Purchase furnace to refine waste oil	28,750
J.D. Irving Ltd. Woodland Division	Sussex	Forest research project	443,748
		TOTAL	$3,406,851

CANADA/NEW BRUNSWICK SUBSIDIARY AGREEMENT ON TOURISM DEVELOPMENT

Organization	Location	Project	Assistance
Seaside Beach Resort	St. Andrews	Production of promotional brochure	$2,398
Fundy Lodge	St. George	Promotion (brochure)	4,259
		TOTAL	$6,657

CANADA/NEW BRUNSWICK PLANNING SUBSIDIARY AGREEMENT

Organization	Location	Project	Assistance
Marco Polo Project	Saint John	Victorian harbourfront	$130,000
Chocolate Theme Park Committee	St. Stephen	Feasibility study	96,000

APPENDIX C - cont'd

Organization	Location	Project	Assistance
Bi-Capital Project	Saint John	Study & management plan	105,000
		TOTAL	$331,000

County Breakdown (all agreements):

County	Assistance
Charlotte	$2,449,869
Saint John	479,125
Kings	477,857
TOTAL	$3,406,851